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# MANDY CASTLE



## » top producer

Written by Susan Marquez  
Photography by Abe Draper Photography

Mandy Castle jumped into life with both feet at an early age. “I got married right after high school and went to college at Hinds,” says the Richland native. “I had a baby, and I went to school until lunch then worked in a law firm. I was thinking I would eventually go to law school.”

A divorce and time as a single parent forced Mandy to be more independent. She remarried and continued working in the legal field for several more years. During this time, she was involved in various areas of real estate including helping with closings, working with contracts, litigation and foreclosures. It was a great education in an industry she now loves.

“I got my real estate license in 2005,” she says. By the time she got her license, Mandy had already purchased two homes. “I thought real estate would allow me to be more flexible,” she says. “I wanted to spend more time with my children.”

Mandy took a real estate course online. “I was seven months pregnant when I took the test,” she recalls. Her first broker was Clay Beard at Broker South. “I was with Clay for seven years before working with Billy McKee at Billy McKee Realty.”

It was when she turned forty that Mandy decided to get her broker’s license. “I was supposed to go to Italy for my birthday,” she sighs. “That was in 2020 and Covid put a halt to that trip.” Because she couldn’t go to Italy, she began to work towards a goal she had silently set for herself. “I guess I was going through a mid-life crisis,” she laughs. “I had thought about getting my broker’s license but hadn’t told anyone. I decided that since I couldn’t go to Italy, I would work on achieving that goal.”

Not only did Mandy get her broker’s license, but she also started her own company, Castle Real Estate. “It’s something I’ve enjoyed,” she says. “I thought I’d get agents, but it’s worked out best for me to do this solo for now.”





No matter how volatile the market has been, Mandy says her faith comforts her. "I know that God always provides. That's something I like to share with anyone. A lot of people don't realize that real estate agents don't get paid unless they actually close on the property. You can work with clients for months and their circumstances can change and transactions can fall apart. You don't get paid for that time. But God still provides."

During the time of the last recession, Mandy says she could see how, out of nowhere, God provided the right client at the right time. "I have learned to do the things that I feel are important first. I am not perfect, but I try to always do the best I can." She recalls a time in her life when she worked all the time, stopping only to sleep. "That's not sustainable nor does it bring you any more money. Real estate isn't the easiest career, but I have learned to slow down and enjoy life."

That lesson was driven home when Mandy got a bit of a surprise in 2021. "I found out I was expecting!" Now she has a toddler. "My oldest is 25," she says. "I have seen how fast children grow up, so I am taking the time with this little one and savoring every special moment."

Living life and doing the things she enjoys is important to Mandy. She takes that attitude with her to work. "When I am in the middle of a transaction, I think about what I can do to help alleviate stress for my clients."

Describing herself as "scrappy," Mandy is a hard



worker "I learned that from being the oldest of 5 children and a mom of 4. I've always had to do whatever it took to make sure everyone was taken care of and I still try to do that today. I spend a good bit of time reading, always trying to learn something new, like keeping up with the latest social media trends."

Working with new construction is one of Mandy's passions.

"I work with a builder and really enjoy that process. We built our current home and would probably build again."

Mandy says she and her husband, Brad, own rental properties and they have flipped a couple of houses. "We don't look for them, but when the right house pops up, we like doing it."

When she isn't working, Mandy enjoys playing tennis – she captains several teams and also enjoys going to the beach. "I also love attending Bible study at Pinelake each week."



When I am in the middle of a transaction, I think about what I can do to help alleviate stress for my clients.



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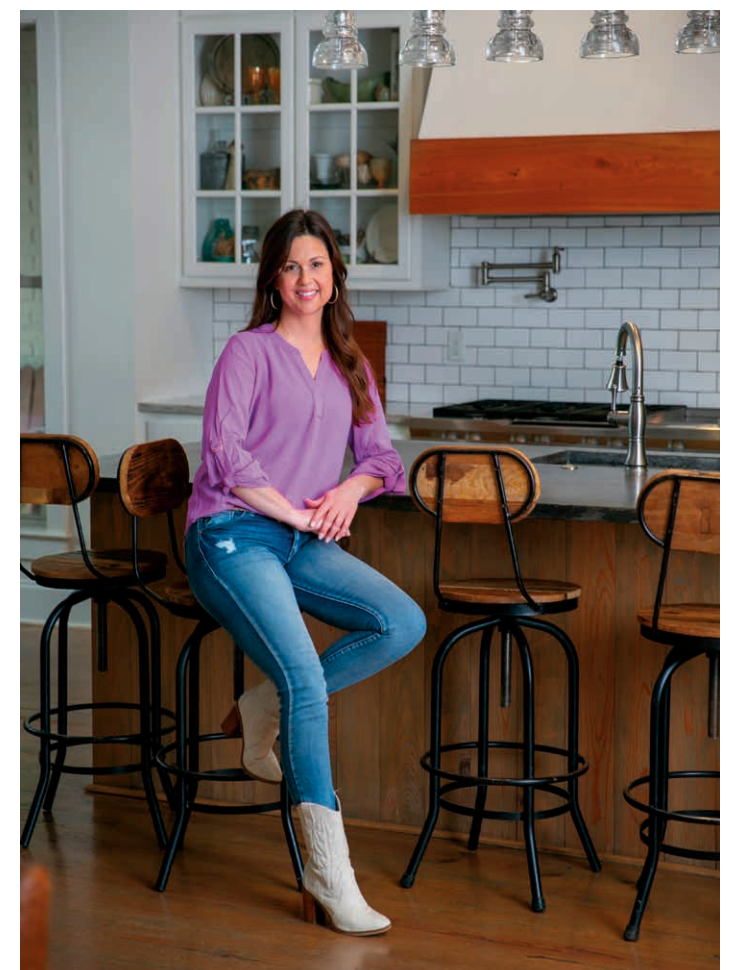
# REBECCA ATKINSON

## REBECCA ATKINSON ENJOYS A FULFILLING CAREER

While Rebecca Atkinson grew up in Yazoo City in a family of farmers, her childhood was full of adventures that most kids only dream of. Homeschooled from the fifth grade on, Rebecca's family traveled a lot. "During the off-season, we would go to Florida for six weeks at a time. I had a lot of experience with 'snowbirds.'" She would walk their dogs and play bingo with them. "My daddy and uncle loved to fish. It was a fun life."

Rebecca started working at the age of 14 at Essco Drugs. "Aside from my parents, this iconic store and its owners taught me the most valuable life skills and work ethic. I started a business in Ridgeland – The Play Place – and that brought us to Madison County." After a few years, Rebecca says she wanted to stay home with her children. "I always thought about getting into real estate one day because I liked the flexibility it would afford me."

Rebecca was exposed to real estate dealings through her parents, who owned rental properties in Yazoo City. "I got my first rental property at age 24," she says. That was followed by another, which she flipped. "I always loved real estate and land, and it was something I've had an interest in for a long time."





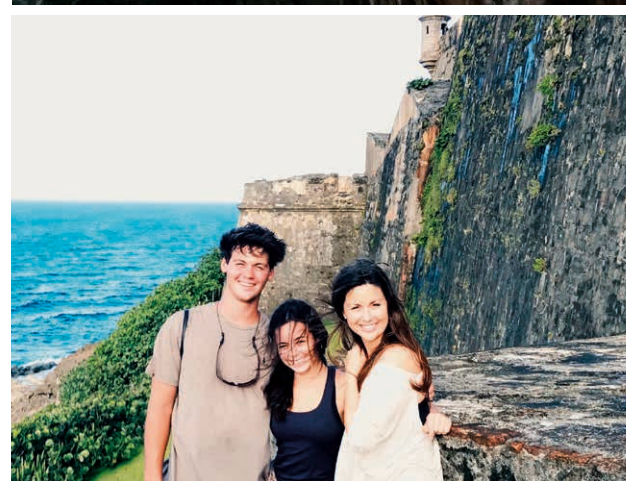
In 2013 Rebecca moved to Flora and Cindy Litsinger was building just down the road. Cindy encouraged Rebecca to get her license. “I went to the Real Estate Institute and got my license in 2016,” she says. She went to work with Cindy, who merged her company with Jon-David Johnson (JD Johnson Realty) in 2019. “We brought the residential side to his brokerage. Cindy was very instrumental in getting me started, and Jon-David has continued to invest in me with a wealth of commercial knowledge and new opportunities.”

When she first got her license, Rebecca was working at BankPlus. “I worked inside the Nissan plant and went to work at 5:45 am. I got off at 2:00 every day, so I went into the office in the afternoon to do real estate.”

Rebecca learned quickly that there is much more to selling real estate than just showing houses. “Every transaction is different, and every situation is different. I like that every day brings a new challenge. I like to learn and experience new things, and I like finding solutions.”

By Spring 2021, Rebecca felt it was time to dive into working in real estate full-time. “I was giving up a regular income. But Jon-David encouraged me, and I have never looked back. It was the best decision I’ve ever made.” She went on to get her broker’s license in 2022.

Rebecca’s children are grown now. Son Jake is 27 and he is a fifth-generation farmer. Her daughter, Hallie, is now 23, and following in Rebecca’s footsteps. “She got her license in Spring 2023 and she is working with me. She has already had a great closing. It is such a wonderful privilege for me to work alongside her. Hallie has been learning the business and doing well.”



When she isn’t working, Rebecca says she loves to do “anything outdoors.” She loves to be on the farm, sitting atop a combine. “Planting and harvest are my favorite times of the year.” She also enjoys snow skiing and playing tennis.

Finding time to get away is difficult. “I also have chickens and pigmy goats, as well as labs, so it’s a lot of work but it can be a welcomed escape at the end of a busy day.”

Rebecca’s star is on the rise and she is enjoying her career in real estate. “It’s been fun, and I’m looking forward to what the future holds for me.”





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Written by Susan Marquez Photography by Abe Draper Photography

# PAUL DAVIS

## RESTORATION OF CENTRAL MISSISSIPPI

### JACKIE AND STACEY WARREN

Jackie and Stacey Warren are the quintessential embodiment of a power couple. Married for 31 years, the couple still lives in Rankin County, where they have both spent their entire lives. Together, they own Paul Davis Restoration of Central Mississippi. “We acquired the franchise 18 years ago,” says Jackie.



Davis,” says Jackie. “He had a passion for helping people who had experienced disasters to their properties.”

The company provides cleanup and repair of damage to residential and commercial properties due to water, fire, mold, storm, or other disasters. The company is headquartered in Jacksonville, Florida, where Paul Davis professionals from across the country are certified

Paul Davis Restoration is a national company with 300 franchises in the United States and Canada. “The company was started in the 1960’s by Paul





Her expertise bloomed during her 13-year tenure at Mercury Communications, later acquired by AT&T Wireless. Transitioning to Nancy Lane Commercial Real Estate, she honed her managerial prowess before embarking on an entrepreneurial quest with Stacey. Their dream crystallized when they acquired Paul Davis, recognizing the perfect blend of Jackie's managerial finesse and Stacey's construction expertise.

Their story isn't just about entrepreneurship;

in the areas of emergency restoration, reconstruction, and remodeling, putting people and property first throughout the recovery process.

The Warren's Paul Davis franchise is a testament to the company's heritage—a fusion of innovation, determination, and impeccable customer service. Jackie and Stacey's pride in their business and their exceptional team resonates deeply. Their ambition extends beyond profitability; they aspire to become the employer of choice in their region, nurturing and empowering their talented employees.

"We currently have 23 employees," says Jackie. "Because we are a general contractor we can provide a full spectrum of services, and we usually have our own in-house tradesmen." That is good news for REALTORS® who need to keep things on track to closing. "We have several cases where agents will call us after inspection to tackle a punch list. From roof repair, electrical, plumbing leaks, and more, we can handle things promptly."

The company also does kitchen and bath renovations, porch or patio additions, as well as mold and water mitigation, content manipulation and storage, fire restoration and much more. Stacey, the artisanal craftsman, delved into the realms of trim work and cabinetry before acquiring a general contractor's license in remodeling and construction. He has left his mark on their current and previous homes, a testament to his skill and dedication. His experience lent itself perfectly to owning a Paul Davis franchise.

Jackie came into this business with a wealth of experience. Her professional journey weaves through significant milestones.

ship; it's about family, community, and an unwavering commitment to excellence. Their familial legacy extends proudly to their son, Hunter Warren, and daughter, McKayla Warren.

Hunter is married to Jenny Dear from Florence, and they have given Jackie and Stacey two adorable grandchildren, Reece, a bubbly 2-year-old, and the newest addition, Fisher, who graced their lives just five months ago. McKayla, married to Michael Moore from Brandon, is an accomplished registered nurse, pursuing her studies in the CRNA program at the University of Southern Mississippi.

The tight-knit clan, epitomizing the warmth of family bonds, stands as a testament to Jackie and Stacey's dedication and pride. Their pack extends beyond humans; three furry companions - Delta, Charlie, and Rocko - complete their household, adding joyful moments to their daily lives.

In addition to being a businesswoman, Jackie is an avid gardener, a baking aficionado, a canning expert, and a traveler who cherishes every moment spent exploring. Her passion for these hobbies stems from her upbringing, learning culinary and gardening secrets passed down from her mother, Janette Martin. She dreams of imparting this knowledge to her children, nurturing a family tradition destined to endure.



Stacey has a passion for hunting, fishing along the riverbanks, tinkering with vintage vehicles, and navigating mountainsides on his side-by-side. He finds solace in the shared moments with Jackie and their cherished family.

Jackie and Stacey Warren are not just building a business; they're nurturing a legacy grounded in quality, service, and a profound sense of belonging within Central Mississippi.



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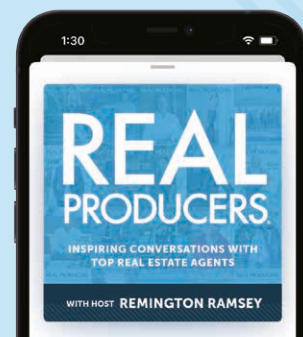


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▶ making a difference

# Brian and Rachel LOTT



Brian and Rachel Lott are committed to making a difference in their community and are loving every minute of it! Brian is the Assistant VP/Sales Manager of NOLA Lending Group and Rachel is a stay at home Mom and busy volunteer.

They are actively involved in a number of organizations and work hard to raise awareness for those causes. Some of which are the Jackson Symphony League, the Mississippi Children's Museum, the Diabetes Foundation of Mississippi and the American Cancer Society. Brian and Rachel are always ready and willing to take on a leadership role or just offer a helping hand.

Last month they prepared shrimp and grits for 125+ people for our Spring Social Night! They strive to make every event they are involved in something to remember! We appreciate and admire their commitment to our community!

Thank you Brian and Rachel for all you do!!

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